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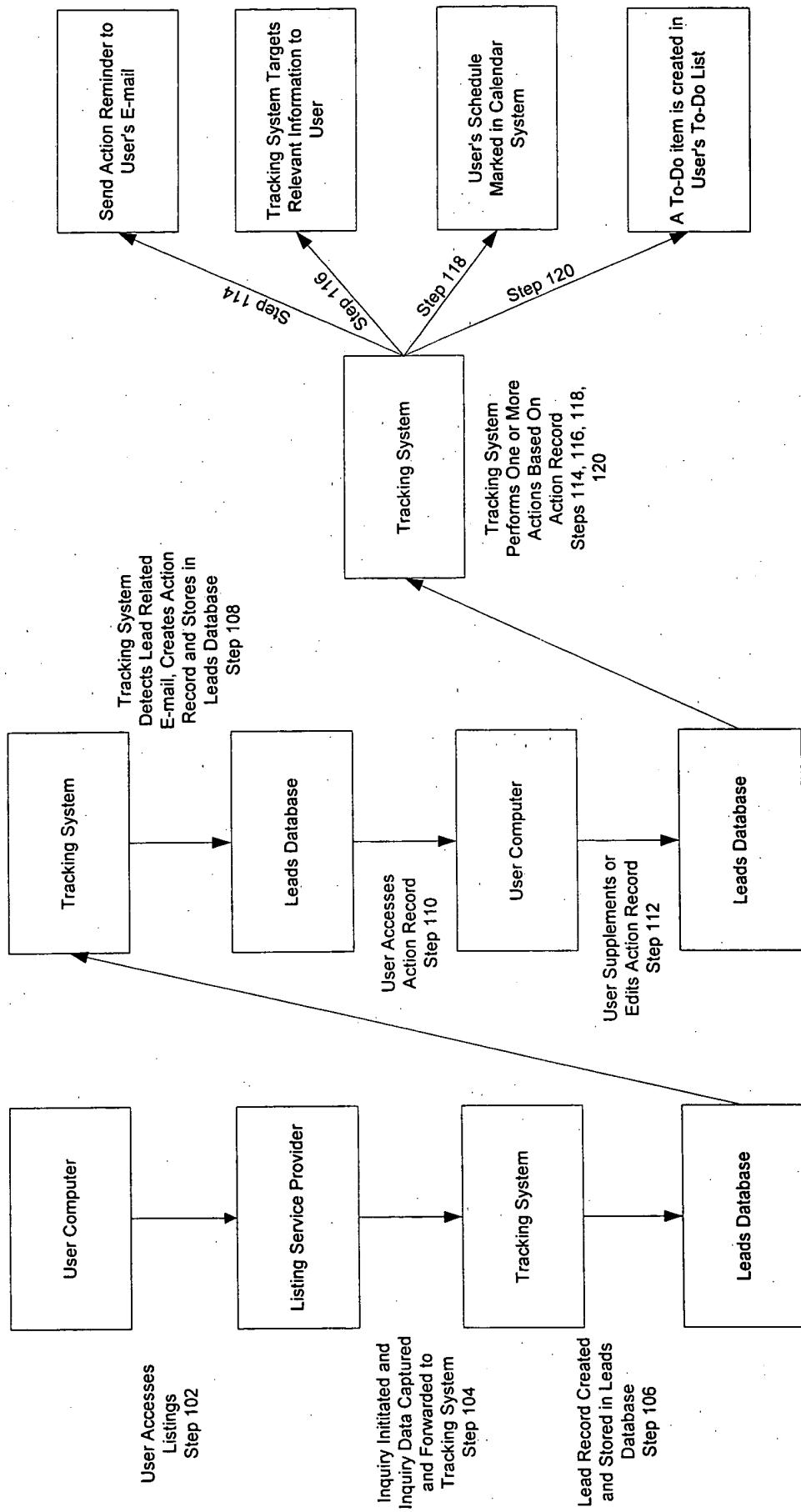
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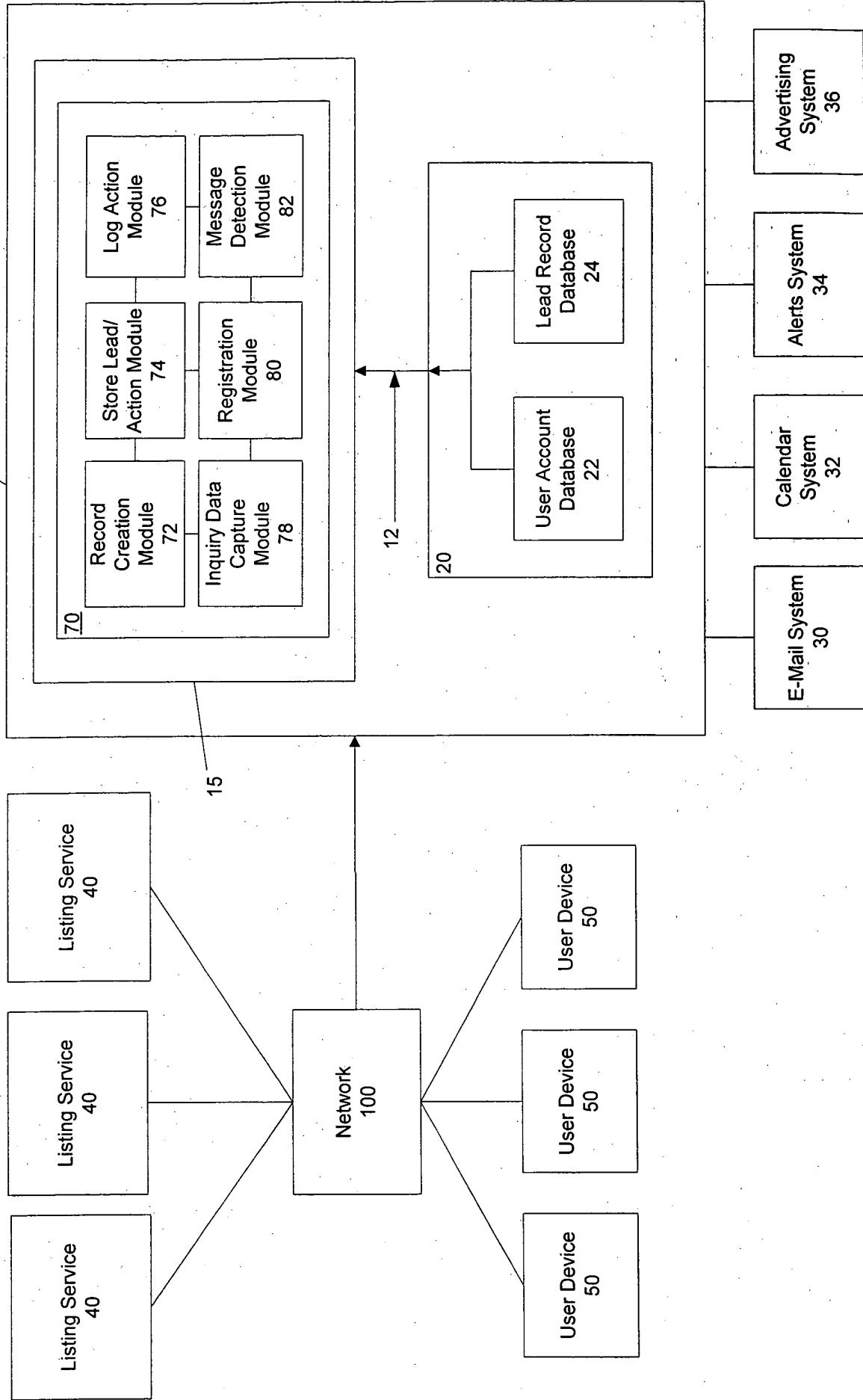
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**FIG. 1**



**FIG. 2**

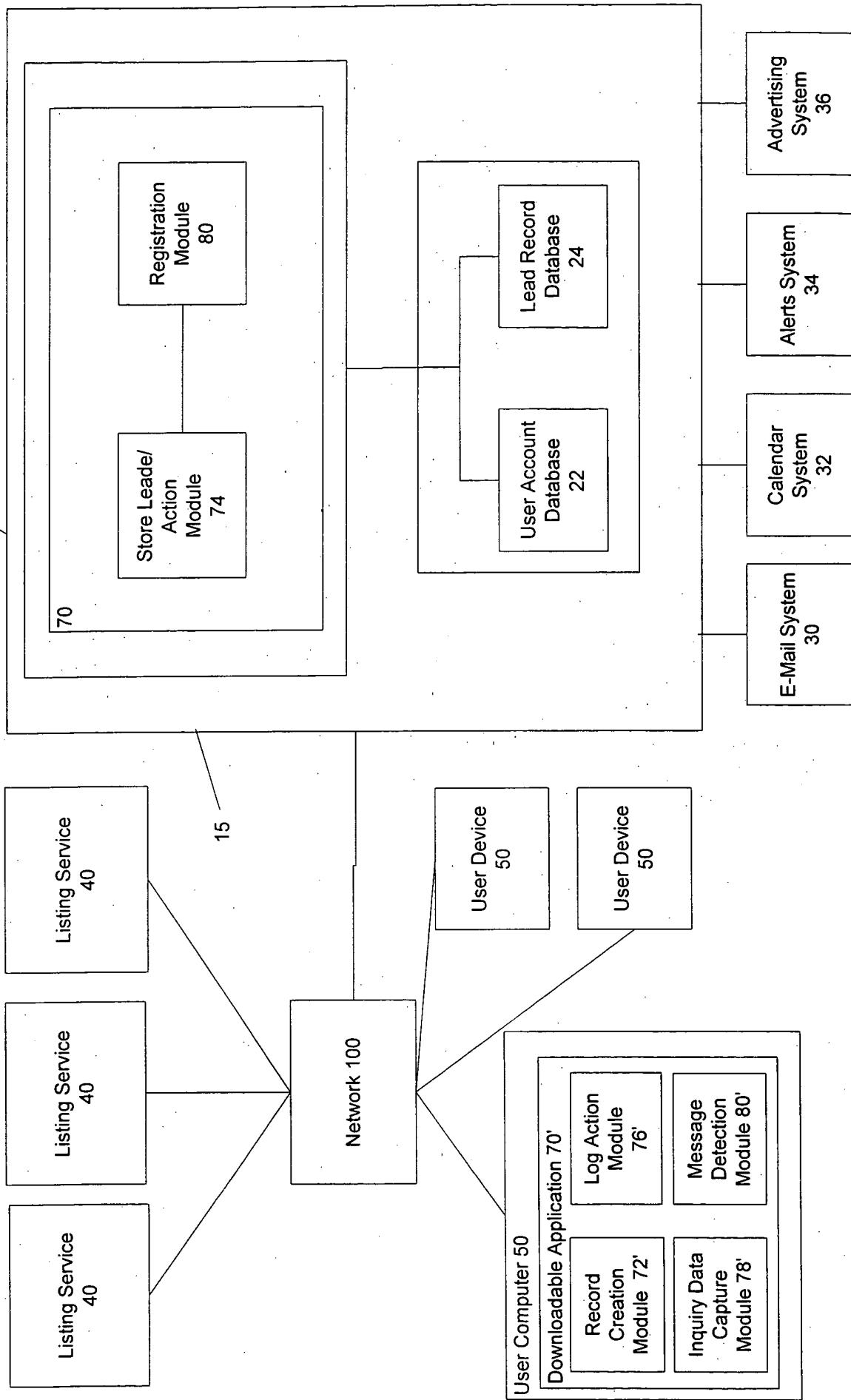
10



**FIG. 3**

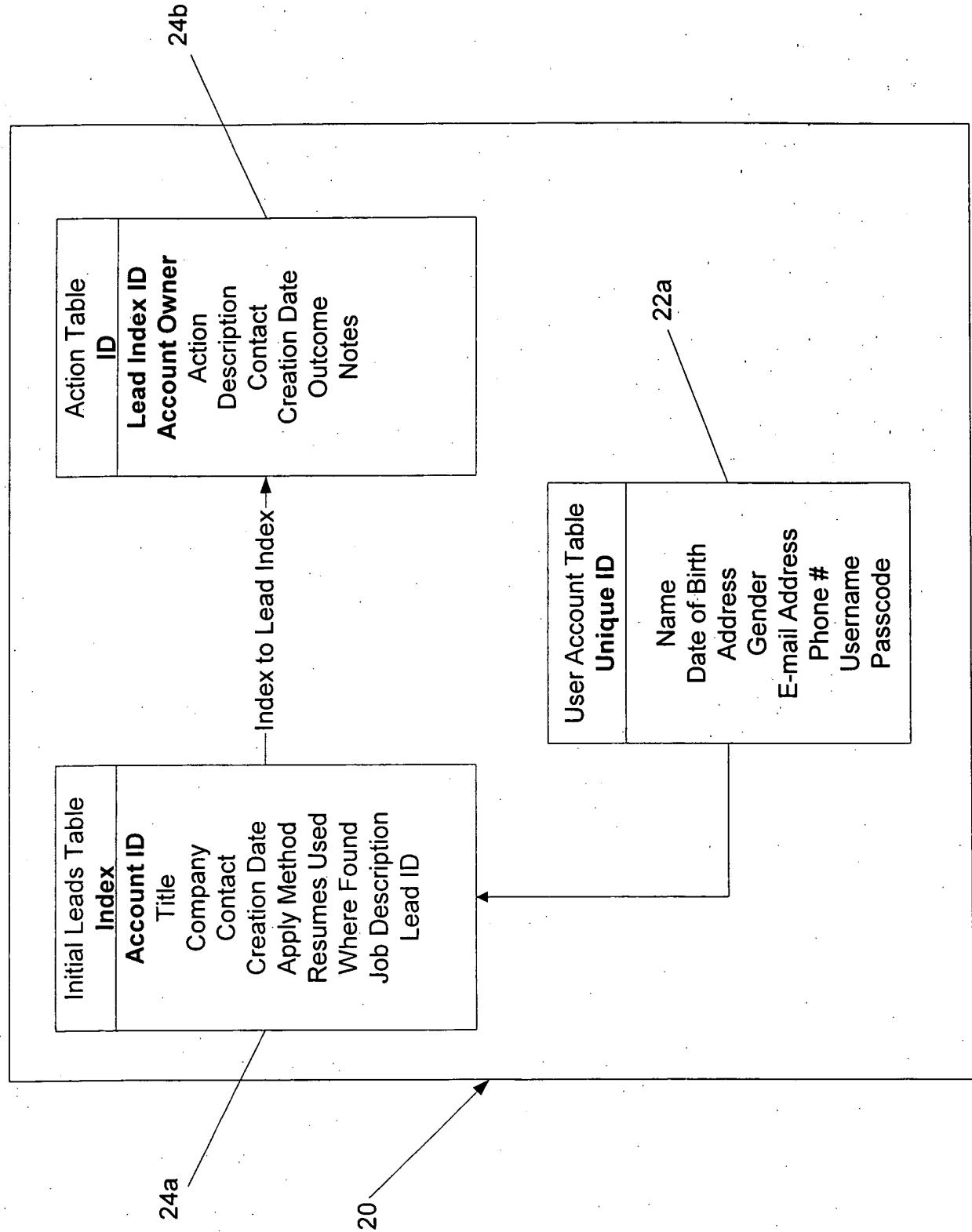
10

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## FIG. 4



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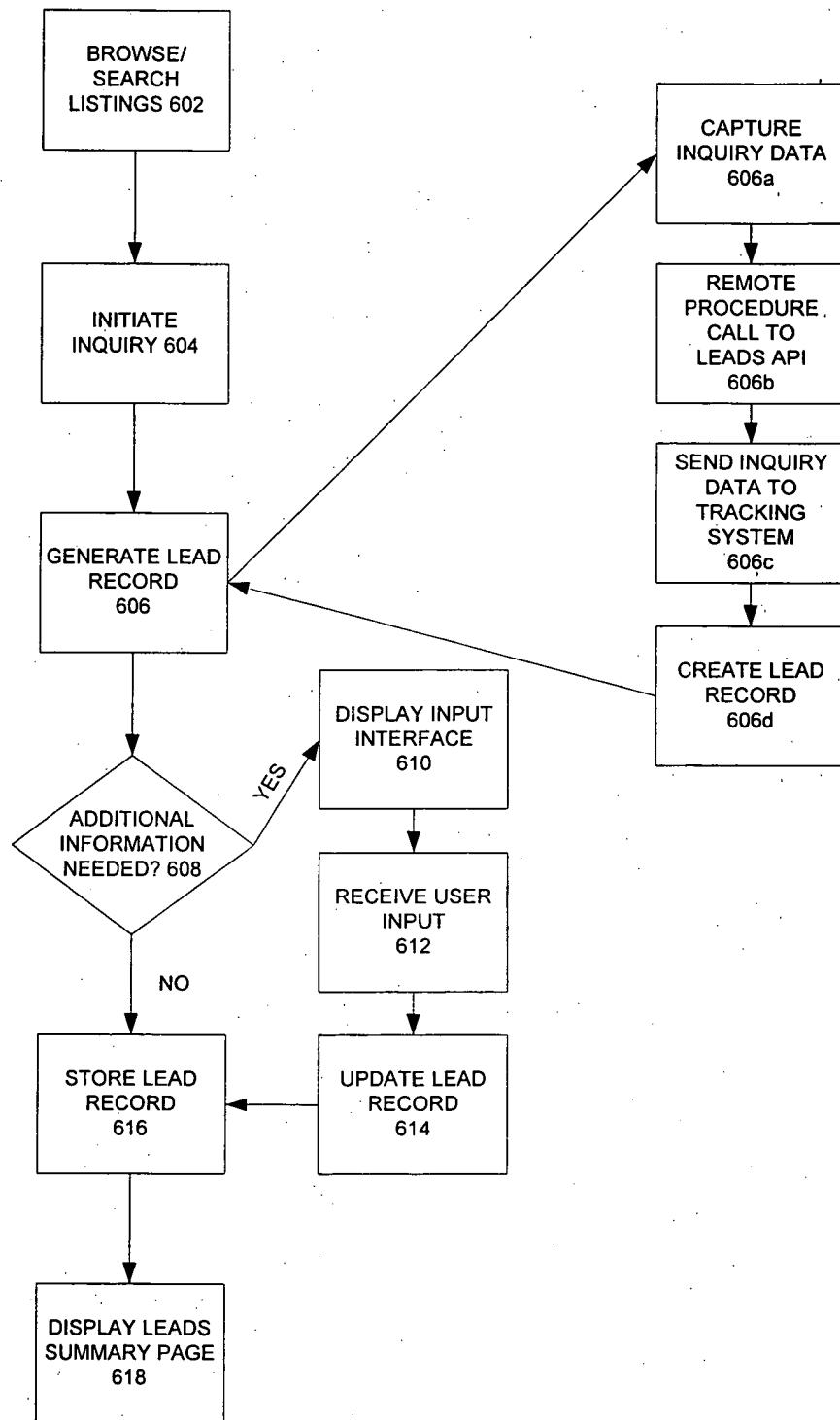
**FIG. 5**

200

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WEB BROWSER		
ADDRESS:	<a href="http://tracker.yahoo.com/registration.htm">http://tracker.yahoo.com/registration.htm</a>	
<b>TRACKING SYSTEM REGISTRATION FORM</b>		
NAME:	JOHN DOE	210a
DATE OF BIRTH:	7-09-72	210b
ADDRESS:	111 WEST 53 <sup>RD</sup> STREET	210c
CITY:	NEW YORK	210d
STATE:	NY	210e
ZIP CODE:	10123	210f
E-MAIL:	JD12345@YAHOO.COM	210g
GENDER:	MALE	210h
USERNAME:	JD12345	210i
PASSCODE:	*****	210j
REPEAT PASSCODE:	*****	210k
CELL #:	917-111-XXXX	210l

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**FIG. 6**



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FIG. 7

WEB BROWSER				
ADDRESS:		<a href="http://hotjobs.yahoo.com/listings.htm">http://hotjobs.yahoo.com/listings.htm</a>		
JOB LISTINGS				
JOB TITLE	COMPANY	LOCATION	SALARY	DATE
SALES ASSISTANT	ABC INC.	NY, NY	65,000	3/16/03
SALES COORDINATOR	ABC INC.	NY, NY	82,000	3/16/03
DIRECTOR OF SALES	ABC INC.	NY, NY	115,000	3/16/03
ADVERTISING MANAGER	XYZ CORP.	NY, NY	90,000	3/16/03

500

510

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FIG. 8

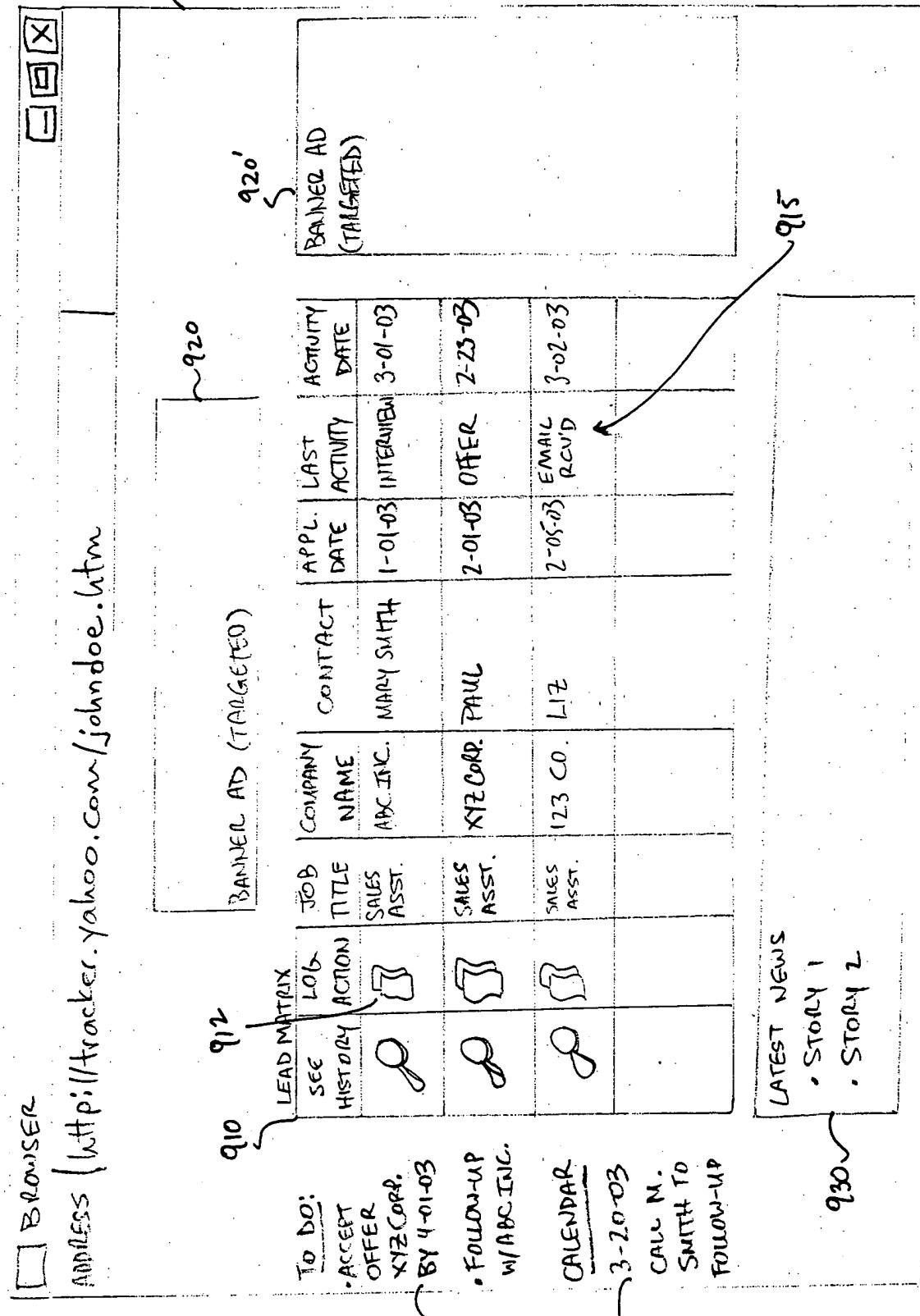
 WEB BROWSER	ADDRESS: <a href="http://hotjobs.yahoo.com/?123ABC">http://hotjobs.yahoo.com/?123ABC</a>
<p>APPLY TO JOB</p> <p>SALES COORDINATOR ABC INC. NY, NY</p> <p>JOB DESCRIPTION</p> <p>SALES COORDINATOR JOB ID = 123ABC TYPE = EMPLOYEE FULL TIME DATE = 09/16/03</p> <p>NOTES: SALES COORDINATOR NEEDED FOR ONSITE SALES IN NYC. COMMISSION BASED COMPENSATION. 1-3 YEARS EXPERIENCE.</p>	
<p>CHOOSE RESUME</p> <p>UPLOAD COVER LETTER</p> <p>SUBMIT APPLICATION</p>	

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610 →

620 →

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FIG. 9



## HotJobs Job Leads

### Active Leads/All Leads

#### Initial Lead

**Job Title** Manager  
**Company** Bobco  
**Apply Date** 2003-07-01  
**Resume Used** Standard  
**Application Method** HotJobs  
**Where Found** HotJobs  
**Job Description**

[Link an email  
to this job](#)

[Create A  
New Action](#)

[Schedule an  
Interview](#)

#### Action

**Action** Contact  
**Description** Phone Screen

**Contact** Schedule Interview

[Email to  
this  
contact](#)

**Outcome** Jane recruiter

**Notes** She asked a lot about my travel experience.

**Date** 2003-06-10

#### Action

**Action** Interview

**Description** First Interview

**Contact** Schedule 2nd Round Interview

[Email to  
this  
contact](#)

**Outcome** Jane recruiter

**Notes** Interview went well. Must put together writing sample for Jane.

**Date** 2003-06-15

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FIG. 10